

SIA ARON MOLLEL

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PROFESSIONAL SUMMARY

Highly motivated and result oriented individual with ACI, Capital Market and Security Analyst (CMSA) certificate, Securities Investment and Trading certificate and Market, Liquidity and Asset Liability Management Risk Manager certificate offering innovative and need based solution to Financial Market clients while working closely with other stake holders.

WORK HISTORY

Nov 2016 - Current

Forex Sales and Customer Dealer

First National Bank (FNB) Tanzania -
Dar es salaam, Tanzania

In this role, I am providing an ongoing efficient and effective service to a portfolio of corporate and commercial clients of the bank with the aim of growing the relationship, maximizing the foreign exchange turnover and profitability for the bank.

- Price maker to corporate and commercial customers bases in foreign exchange, money market and vanilla derivatives.
- Responsibly managing the existing clients' portfolio and bring in new clients while adhering to the ACI code of conduct.
- Working closely with other stake holders example relationship managers, other product houses and the trading desk to provide optimal level experience to our clients.
- Managing credit exposure to client, together with how this equates to pricing.
- Implementing and executing sales strategy around growing and servicing clients while ensuring that it is in line with and supports the organization's broader strategy.
- Having a thorough understanding of the strategic business drivers, opportunities, challenges, needs, competition and threats inherent in the environment/business sectors within which clients operates.
- Timely preparation of monthly sales report within my jurisdiction.
- Daily assembling, disseminating and distributing economic news to our stake holders.

Nov 2015 - Nov 2016

Private Banking Relationship Manager

Commercial Bank of Africa (CBA) -
Dar es salaam, Tanzania

- Developing the Platinum banking customer base and expand the unit's business growth through marketing of the Personal banking products and services.
- Providing an interface between the bank and both existing and prospective customers in order to maintain good customer relations to meet the customer needs
- Credit appraisals and recommendation for existing and prospective customers under the various loan products
- Ensuring revenue growth through customer acquisition, new need identification, product cross-sell and re-engineering.
- Ensuring that the target market selection criterion is adhered to and that we are in full compliance with Know Your Customer (KYC) and Anti Money Laundering (AML) requirements.
- Managing all aspects of risk, including monitoring of advances portfolio, strict adherence to the Provisions of the credit policy document to ensure minimal losses to the bank.

Sep 2013 - Nov 2015

Priority Client Relationship Manager

Standard Chartered Bank (SCB) -
Dar es salaam, Tanzania

- I offered a consistent yet differentiated customer experience by offering holistic needs analysis and consultation to key clients in portfolio management taking ownership of all categories of customer service matters.
- Continuously tracking market trends and ensure up to date knowledge of market offerings to be able to provide advice on potential financial planning solutions based on client needs.
- Identify & partner with product specialists to provide expert advice across a wide range of financial matters such as retirement planning, asset allocation, forex rates etc.
- Ensure meeting clients requirements while ensuring compliance with all regulations and controls as set by the Bank and external regulatory authorities by all staff.
- Reading, understanding and complying with the Code of Conduct.
- Ensure KYC compliance for all new to bank and existing customers.
- Awareness of all the policies and procedures issued in relation to money laundering prevention

- Customer- and service-oriented
- Communication skills
- Computer skills
- Foreign exchange risk management skills

EDUCATION

Nov 2019

Master of Business Administration: Finance

University of Dar es salaam | Dar es salaam

Nov 2013

Bachelor of Commerce in Banking and Financial Services: Finance

University of Dar es salaam | Dar es salaam

CERTIFICATIONS

- ACI Dealing Certificate conferred by ACI Financial Market Association
- Securities Investment and Trading certificate conferred by Dar Es Salaam Stock Exchange (DSE)
- Capital Markets and Security Analyst certificate (CMSA) conferred by Corporate Finance Institution (CFI)
- Market, Liquidity and Asset Liability Management Risk Manager conferred by Professional Risk Managers' International Association (PRMIA)
- Exercising Leadership: Foundational Principles conferred by HavardX (online leaning initiative of Harvard university)
- Successful negotiation: Essential strategies and skills conferred by University of Michigan online courses

LANGUAGES

Swahili: Native language

English: B2

Upper intermediate

HOBBIES

Reading books

REFEREES

Aunali Rajabali

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